

RESUME

<u>Current Position :- Assistant Manager</u>	<u>Shrey Verma</u> H. No-39A, Kisan Kunj near Bank Enclave, Nirman Vihar Mobile : +91-8882883232 Email : - shreyverma22@gmail.com
<u>Career Objective: -</u> To work in environment which will help in my professional growth, Moreover, where I can enhance my skills and potential to the optimum and exploit them for the individual as well as for the organization.	

Professional skills:

Account Mapping, Customer needs understanding, Persuasion & Negotiation skills, Relationship Management, Problem solving, Decision Making, Business development, Sales & Marketing

Employment History

CJ Darcl Logistics – Assistant Manager Sales - (Aug – 2022 to Jan-2023)

CJ Darcl had a modest but sound beginning, commencing with a single truck plying between Delhi and Assam. Over the last four decades, CJ Darcl has evolved into an organization with a pan India network. Darcl commenced its operations in 1975 as a family business.

- Establishing the leads for the company and taking those leads to closure.
- Regular interaction with the concor team pan India locations, regarding the negotiation for the racks & containers availability as per the requirement.
- Regular interplay with the existing customers for market update.
- Maintaining good terms at Divisional Railway Office (DRO Dept.) for the flatbed train commercials freights on timely basis.
- Working over the commercials for heavy machinery and vehicles and inspected some railway siding for some major customer for last mile delivery from railway yard & arranged the good shed nearby railway yards

Adani Ports & SEZs (APSEZ)-Senior Officer (Oct-2018 to July 2022)

Adani Ports and Special Economic Zones Limited (APSEZ) is the largest commercial ports operator in India accounting for nearly one-fourth of the cargo movement in the country. Adani port is equipped to handle diverse cargos, from dry cargos from dry cargo, liquid cargo, and crude to containers.

- Business development & Key account manager for bulk/ breakbulk importers at port.
- Looking after the agriculture business in India. Parallel looking after the agriculture and steel outstanding as per the signed contracts.

- Negotiating with the customer over wharfage, storage & other charges related to cargo which is lying at port.
- Proactively developing relationships with key users and providing port services to clients.
- Scoping new clients or CHAs for the company in target cities Kanpur, Delhi/NCR, Haryana, Punjab.
- Marketing the events for the new customers.
- Regular interplay with the customers & CHAs who are generating good chunk of business to the company.
- Coordinating with the customer team and port operation team to streamline the process in order to develop a customer centric process.
- Identifying major CHAs of agriculture industry.
- Later on started looking after the steel business as a key account sales manager for Delhi/NCR.
- Cargo forecasting/dispatching as per the requirement of customers for both steel and agri commodity.

Smarts Skill (Maruti Suzuki India Ltd.) - Business Development Coordinator (May-2017)

Maruti Suzuki India Limited, formerly known as Maruti Udyog Limited, is an automobile manufacturer in India. It is a 56.21% owned subsidiary of the Japanese car and motorcycle manufacturer.

- Business development coordinator for the Dealers Sales Consultants (DSC) program of Maruti Suzuki India Ltd.
- Marketing of DSC program majorly in cities like Delhi, Noida, Lucknow, Jaipur and Pune.
- Generating the leads and establishing initial contact and schedule appointments for prospective customers.
- Pitching the right product to every prospective buyer based on the need analysis.
- Making some channel partners for accessories sales.
- Arrange corporate tie-ups between Maruti Suzuki India Private Limited and the corporate companies for special price benefit against multiple car deals.
- New Corporate Account Acquisition and Clients Servicing once the fleet vehicles are delivered.
- Marketing of DSC's in B & C tier colleges and government employment exchange offices.
- Improve strategic business relation in order to farming new opportunities to build revenue stream for the company.
- Manage the product launches and other promotional events along with Marketing team.
- Conducted a 2 successful govt. audit in Delhi of PMKVY & NSDC.
- Was a fitful member of marketing event committee in the launch of S-Presso by Arena channel.

Internship

Maruti Suzuki India Ltd. – May 2016- Aug 2016

- A study on focus areas in preferential trade agreements to boost automobile exports from India.
- Visited dealership of Maruti Suzuki India and learned their entire sales procedure and closed the telephonic lead with the help of my senior.
- Generated the corporate leads for the company.
- Was a part of marketing team where we conducted an event in the society name Platinum Enclave.

- Worked on the lead which was not closed and which were in the pending task of the sales team.

Leadership Experience:

- Was an organizer for ‘**HAPPENING HARAYANA**’ event organized by **CII Delhi**
- Were an active coordinator and the part of guest receiving committee **HR Conference (IILM Institute for Business & Management, Gurgaon)**.
- Conducted a Table tennis & badminton event for teachers at Surajbhan Institute of Information & Technology.

Skills & Interests:

- Computer Skill: -MS Office (Excel, PowerPoint, Word), Operating System Windows (2000/07/08).
- Sports: KABBADI (Represented UP at State-Level competition) & badminton.
- Study about luxury segments in automobile sector.

Academics:

- PGDM --Marketing & Sales, IILM Institute, Gurgaon 2015-2017.
 - B.COM— Suraj Bhan Institute of Information & Technology, Bareilly 2012-2014.
 - 12th – Springdale College, Bareilly 2011.
 - 10th – National Institute of Open Schooling, Allahabad University, 2009.
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Personal Information:

Father's Name: Mr. Vikas Verma
Mother's Name: Mrs. Shipra Verma
Spouse Name: Mrs. Jyotsana
Date of Birth: 22/01/1993
Hobbies: Listening to Music & Driving